

## Conferences for Corporation Executives

1906 FLORIDA AVENUE, N. W.  
WASHINGTON 9, D. C. • ADams 4-2940

Registration Required

60-9548

18 November 1960

Mr. Allen W. Dulles  
Post Office Box 1513  
Main Post Office  
Washington, D. C.

Dear Allen:

I write in the hope that you will be able to join us at our forthcoming conference on U. S. Economic Relations with Western Europe. This meeting will be held at the Hotel Statler here in Washington on Tuesday and Wednesday, December 13th and 14th.

It would be a pleasure to have you with us for this timely discussion of recent developments and their effect on American business interests in Western Europe.

I hope you will be able to attend this meeting, and look forward to hearing from you.

Sincerely yours,

Philip W. Thayer  
Dean

# Conferences for Corporation Executives

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## PRELIMINARY AGENDA

Conference on

### U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Date: Tuesday and Wednesday, December 13<sup>th</sup> and 14<sup>th</sup>, 1960.

Place: South American Room, Hotel Statler, Washington, D.C.

Attendance: The School welcomes attendance by U.S. Business executives, Government officials and Labor representatives with international interests. Priority in registration will be given representatives of Associated Companies. Other reservations will be accepted in order of their receipt.

Registration Fee: \$25 per person, per day - payable in advance. Representatives of Associated Companies may attend free of charge.

Deadline for Reservations: Friday, December 9<sup>th</sup>, 1960. No refunds on cancelled reservations will be made after this date.

## ANNOUNCEMENTS

All talks and discussions at this Conference will be off-the-record.

Because of the limited size of our staff, the School regrets that it cannot undertake to obtain hotel reservations for conference participants.

Checks should be made payable to: School of Advanced International Studies.

### For Reservations, Please Write:

CONFERENCES FOR CORPORATION EXECUTIVES  
1906 Florida Avenue, N. W.  
Washington 9, D. C.

Telephone: ADams 4-2940

U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Wednesday, December 14<sup>th</sup>

First Morning Session - Chairman

Victor Sullam, U. S. Representative,  
Italian Federation of Farmers' Coop-  
eratives.

9:00 U. S. Objectives in the GATT  
Negotiations

Charles W. Adair, Jr., Acting Assistant  
Secretary for Economic Affairs, Depart-  
ment of State.

9:45 Manpower and Productivity Pro-  
blems in Europe

Valerio Agostinone, Trade Union Repre-  
sentative, European Productivity Agency.

10:30 Coffee Break

Second Morning Session - Chairman

E. A. J. Johnson, Visiting Professor of  
International Economics, School of Ad-  
vanced International Studies.

10:45 Europe as a Competitor

Walter S. Baird, Chairman, Baird Atomic,  
Inc.

11:30 Europe as a Field for Business  
Investment

Jose de Cubas, Vice President, Westing-  
house Electric International Company

12:15 Luncheon Break

Afternoon Session - Chairman

Philip W. Thayer, Dean, School of Ad-  
vanced International Studies.

2:00 Economic Cooperation for the  
1960's - O. E. C. D.

Ottino Caracciolo, Head of Mission, Eur-  
opean Productivity Agency.

2:45 American Policies towards  
Europe

To be announced.

U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Tuesday, December 13<sup>th</sup>

First Morning Session - Chairman

Philip W. Thayer, Dean, School of Advanced International Studies.

9:00 The British Political Scene

Max Freedman, The Manchester Guardian.

9:45 The French Political Crisis

Arnold Wolfers, Director, Washington Center of Foreign Policy Research.

10:30 Coffee Break

Second Morning Session - Chairman

Roger Hilsman, Deputy Director, Legislative Reference Service, Library of Congress.

10:45 Germany on the Eve of Decision

Richard Scammon, Director of Elections Research, Governmental Affairs Institute.

11:30 The Future of NATO

To be announced.

12:15 Luncheon Recess

First Afternoon Session - Chairman

Isaiah Frank, Acting Director, Office of International Financial and Development Affairs, Department of State.

1:00 Recent Developments in the Common Market

George W. Ball, Attorney, Cleary, Gottlieb, Steen and Ball.

2:45 Prospects for the Free Trade Area

To be announced.

3:30 Break

Second Afternoon Session

3:45 Panel Discussion on the U. S. Balance of Payments Problem

Edward M. Bernstein, President, EMB (Ltd.), Economic Consultants.

Donald F. Heatherington, Director, European Division, National Foreign Trade Council, Inc.

Frank A. Southard, Jr., U. S. Executive Director, International Monetary Fund.

5:15 Cocktails

- Each Conference Provides:**
1. Up-to-the-minute reviews of developments in critical geographic areas —presented off-the-record by outstanding business, government officials, and labor leaders.
  2. An opportunity for the executive to present his viewpoint on international issues to those officials who make our foreign policy.
  3. An opportunity to discuss international trade and investment problems with other business executives.
  4. Ample time for an informal interchange of ideas. Each talk is followed by discussion from the floor. Coffee breaks and a cocktail hour provide additional opportunities.

**Each Conference is:**

1. *Short enough* to appeal to the busy executive. No Conference lasts more than two days.
2. *Limited in Attendance*, in order to permit active participation.
3. *Off-the-Record*, so that participants will feel free to discuss mutual problems with candor.

**Those who are invited:**

The School welcomes attendance at these Conferences by any executive with international interests. These fall into one of two categories:

1. Representatives of Associated Companies, which support the work of the School of Advanced International Studies, may attend free of charge and will receive priority on enrollment at those conferences where the demand exceeds attendance limitations.
2. Representatives of companies which are not so associated are also welcome. For such individuals there is a charge of \$25 per person per day.

*For reservations and further information, write or telephone*

**CONFERENCES FOR CORPORATION EXECUTIVES**

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are a series of meetings designed specifically to meet the requirements of the executive with international interests—to encourage mutual understanding between business executives, labor leaders, and government officials on matters affecting American business operations abroad. Organized in 1946 at Industry's suggestion, they have been planned each year to keep abreast of the executive development needs of the foreign trade and investment community.

## Conferences for Corporation Executives

**1960-61** Hotel Statler, Washington, D. C.

Sponsored by the **SCHOOL OF**

**INTERNATIONAL**

**Among the 76 speakers and discussion leaders on last year's program were:**

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**DEAN ACHESON**

*Partner, Covington and Burling*

**GEORGE D. AIKEN**

*Member of the Senate Foreign Relations Committee*

**MANLIO BROSIO**

*Italian Ambassador to the United States*

**DONALD W. DOUGLAS, JR.**

*President, Douglas Aircraft Company, Inc.*

**ROBERT GARNER**

*President, International Finance Corporation*

**FELIPE HERRERA**

*President, Inter-American Development Bank*

**HOWARD E. ISHAM**

*Retired Vice President and Treasurer of U. S. Steel Corporation*

**PER JACOBSSON**

*Managing Director, International Monetary Fund*

**C. S. KRISHNA MOORTHY**

*Commission General for Economic Affairs, India*

**ERNEST K. LINDLEY**

*Director, Washington Bureau of Newsweek*

**ROBERT MURPHY**

*President, Corning Glass International*

**LARS H. NORDENSON**

*Vice President, Dresser Industries, Inc.*

**CLARENCE B. RANDALL**

*Special Assistant to the President of the United States*

**SIDNEY H. SCHEUER**

*President, Intertex International, Inc.*

**FORDYCE B. SCOTT**

*Vice President, Norton International, Inc.*

**AMUEL C. WAJGEL**

*President, Export-Import Bank of Washington*

## Corporations represented at the 1959-60 series of Conferences for Corporation Executives

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A discussion of recent developments in the Far East, and of their effect on the area.

An analysis of the relations of these two areas to each other, and to the commercial and financial interests of the U. S.

April 11th-12th, 1961

(Our annual review of trends and events in this area of vital importance to the U. S.)

December 13th-14th, 1960

A survey of recent changes and developments in Africa, south of the Sahara, and of their impact on U. S. business operations.

February 14th-15th, 1961

(October 18th-19th, 1960)

## PROGRAM 1960-61

Frank Autschul

Frances P. Bolton

William A. M. Burden

Edward B. Burling

C. Douglas Dillon

Allen W. Dulles

Milton S. Eisenhower

Adrian S. Fisher

Christian A. Herter

William McC. Martin, Jr.

Elsa W. Mason

George G. McGhee

Samuel W. Meek

Morehead Patterson

Helen P. Philbin

Hobart A. Spalding

Lewis L. Strauss

Wayne C. Taylor

Philip W. Thayer

Philip H. Watts

Paul H. Nitze, Chairman